



**GENERAL SERVICES ADMINISTRATION  
FEDERAL ACQUISITION SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST  
FACILITIES MAINTENANCE AND MANAGEMENT (03FAC)**

**CONTRACT NUMBER:**

**GS-21F-0085X**

**PERIOD COVERED BY CONTRACT:**

**February 23, 2011 through February 22, 2016**

**EMO Energy Solutions, LLC  
3141 Fairview Park Drive, Suite 450  
Falls Church, VA 22042  
Phone: (703) 205-0445; Fax: (703) 205-0449  
Internet Address: <http://emoenergy.com/>  
Contract Administration: Eric Oliver  
E-Mail: [emo@emoenergy.com](mailto:emo@emoenergy.com)**

**BUSINESS SIZE: Small Business**

**DUNS NUMBER: 015620861**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA *Advantage!*<sup>™</sup>, a menu-driven database system. The Internet address for GSA *Advantage!*<sup>™</sup> is <http://www.gsaadvantage.gov>. For more information on ordering from Federal Supply Schedules click on the FAS Schedules button at <http://www.gsa.gov>.



**U.S. General Services Administration**

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<b>ORDERING INFORMATION</b>
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- 1a. Authorized Special Item Numbers (SINs):

*Special Item No. 871 202 Energy Management Planning and Strategies*

*Special Item No. 871 203 Training on Energy Management*

*Special Item No. 871 207 Energy Audit Services*

*Special Item No. 871 211 Energy Consulting Services*

- 1b. Lowest priced model number and lowest unit price for that model for each SIN awarded in the contract: *Not Applicable*

- 1c. Descriptions of all commercial job titles, experience, functional responsibility, and education for those types of employees or subcontractors who will perform services begin on page 5.

2. Maximum order: *\$1,000,000*

*This maximum order threshold is a dollar amount at which it is suggested that the ordering agency request higher discounts from the contractor before issuing the order. The contractor may: (1) Offer a new lower price, (2) Offer the lowest price available under the contract, or (3) Decline the order within five (5) days. In accordance with the Maximum Order provisions contained in the Schedule, a delivery order may be placed against the Schedule contract even though it exceeds the maximum order threshold.*

3. Minimum order: *\$100*

4. Geographic coverage (delivery area): *Domestic*

5. Point of production (city, county, and state or foreign country): *Not Applicable*

6. Discount from list prices or statement of net price: *Government prices are net*

7. Volume discounts: *Additional 2% for orders greater than \$250,000*

8. Prompt payment terms: *0%--Net 30 days*

- 9a. Government purchase cards are accepted below the micropurchase threshold

- 9b. Government purchase cards are accepted above the micropurchase threshold

10. Foreign items (list items by country of origin): *Not Applicable*

- 11a. Time of delivery: *As negotiated between Contractor and Ordering Agency*

- 11b. Items available for expedited delivery: *Contact Contractor*

- 11c. Overnight and 2-day delivery: *Contact Contractor*

- 11d. Urgent Requirements: *Contact Contractor*

12. F.O.B. Point: *Destination*
- 13a. Ordering address:  
*EMO Energy Solutions, LLC  
3141 Fairview Park Drive, Suite 450  
Falls Church, VA 22042*
- 13b. Ordering Procedures: *For supplies and services, the ordering procedures, and information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.*
14. Payment address:  
*EMO Energy Solutions, LLC  
3141 Fairview Park Drive, Suite 450  
Falls Church, VA 22042*
15. Warranty provision: *Not Applicable*
16. Export packing charges: *Not Applicable*
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micropurchase level): *None*
18. Terms and conditions of rental, maintenance, and repair: *Not Applicable*
19. Terms and conditions of installation: *Not Applicable*
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: *Not Applicable*
- 20a. Terms and conditions for any other services: *Not Applicable*
21. List of service and distribution points: *Not Applicable*
22. List of participating dealers: *Not Applicable*
23. Preventive maintenance: *Not Applicable*
24. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: *Not Applicable*
25. Data Universal Number System (DUNS) number: *015620861*
26. EMO Energy Solutions, LLC is registered in the Central Contractor Registration (CCR) database. *CAGE Code: 3DUC6*

# EMO ENERGY SOLUTIONS, LLC'S

## LABOR CATEGORY DESCRIPTIONS AND RATES

Labor Category	Minimum experience requirements	Education or Certification requirements	GSA Price
<p><b><u>President (PE)</u></b></p> <p>In charge and primarily responsible for the company's obligations to fulfill the contract.</p>	<p>12+ years experience in energy consulting or green building consulting,</p> <p>6 years Management experience</p>	<p>CEM or PE or equivalent</p> <p>4-year Engineering degree or equivalent</p>	<p>\$207.96</p>
<p><b><u>Vice President</u></b></p> <p>Facilitates energy efficiency projects by acting to assure appropriate project team assignments and providing oversight on each project. Additionally, this individual leads multiple design teams through the process to achieve the scope of work that will provide for the maximum level of energy savings to meet the customer's need. This individual acts to negotiate and review contracts and monitor the flow of project implementation to assure optimal performance.</p>	<p>10+ years experience in energy consulting or green building consulting,</p> <p>5 years Management experience</p>	<p>CEM or PE or equivalent</p> <p>4-year Engineering degree or equivalent</p>	<p>\$159.60</p>
<p><b><u>Director</u></b></p> <p>Responsible for all activities within a specific Service offering. The Director is a Management-level position and will report directly to the President. Approximately 50% of the Directors time should be spent on business development, and bringing in additional projects and clients. Other responsibilities include managing and supervising Project Managers, mentoring and training junior level employees, ensuring adequate staffing within the service offering, client contact and communications, and participating in the Operational management of the Company</p>	<p>8+ years experience in energy consulting or green building consulting,</p> <p>5 years Management experience</p>	<p>4-year Engineering degree or equivalent</p>	<p>\$130.58</p>
<p><b><u>Project Manager</u></b></p> <p>Fully controls the implementation process and is responsible for ensuring that each project reaches final completion on time, is implemented in a cost effective manner, incorporates all planned work defect-free, and is billed and collected in a timely fashion through the duration of the project.</p>	<p>5+ years experience in energy consulting or green building consulting,</p>	<p>4-year Engineering degree or equivalent</p>	<p>\$111.23</p>

Labor Category	Minimum experience requirements	Education or Certification requirements	GSA Price
<p><b><u>Senior Energy Engineer</u></b></p> <p>Responsible for the design of the project as it relates to energy efficiency. Using historical energy data, facility modeling, and other recognized engineering methods, energy conservation measures (ECM's) are developed that meet the needs of the customer. The Sr. Energy Engineer reports to the Project Administrator for specific projects and ultimately to the President. A Senior Energy Engineer is an Energy Engineer with at least 3 years of energy engineering experience.</p>	<p>3+ years experience in energy consulting or green building consulting,</p>	<p>4-year Engineering degree or equivalent</p>	<p>\$91.89</p>
<p><b><u>Energy Engineer</u></b></p> <p>Responsible for the design of the project as it relates to energy efficiency. Using historical energy data, facility modeling, and other recognized engineering methods, energy conservation measures (ECM's) are developed that meet the needs of the customer. The energy engineer reports to the Project Administrator for specific projects and ultimately to the President</p>	<p>0-5 years experience in energy consulting or green building consulting,</p>	<p>4-year Engineering degree or equivalent</p>	<p>\$72.54</p>
<p><b><u>Green Building Analyst</u></b></p> <p>Responsible for performing green building analysis for projects. Tasks include research of sustainable technologies and strategies, documentation of LEED credits and green building recommendations, and cost benefit analyses. The Green Building Analyst reports to the Project Manager for specific projects and ultimately to the President</p>	<p>4 years experience in energy consulting or green building consulting,</p>	<p>4-year Engineering degree or equivalent</p>	<p>\$72.54</p>